



Association  
of European  
Businesses

# The Association of European Businesses

Connective. Informative. Effective.

**68/70 Butyrsky Val, bld.1**  
**127055 Moscow, Russia**  
**Tel.: +7 (495) 234 27 64**  
**Fax: +7 (495) 234 28 07**  
**[www.aebrus.ru](http://www.aebrus.ru)**

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## GENERAL INFORMATION

- **The Association of European Businesses (AEB) is the main representative body of foreign investors in the Russian Federation.**
- The AEB was **founded** in **1995** on the initiative of a number of European companies that operated in Russia, Ambassadors of EU member countries and the head of the European Commission's Representative Office in the Russian Federation.
- The AEB is an active community of more than **500 member companies** from the member states of the EU, the European Free Trade Association (EFTA) and other countries, which have business activities with and in the Russian Federation.
- The AEB is an advocate of its members' opinion, generated in over **65 industrial and cross-sectoral committees, subcommittees** and **working groups**.

**500+**

member  
companies

**200+**

events &  
committee  
meetings per year

**6500**

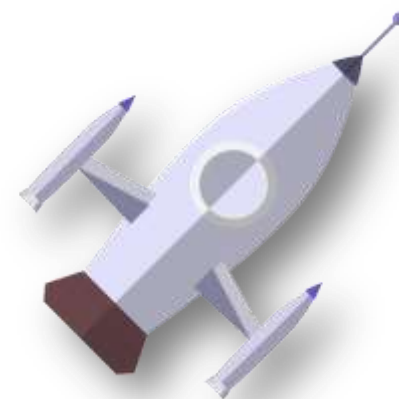
community  
participants

**26**

represented  
countries

## AEB MISSION

- Working to improve the business, investment and trade environment in Russia for AEB members through:
  - **networking activities;**
  - **information support;**
  - **quality lobbying.**
  
- Promoting **partnership** and **economic integration** between:
  - the Russian Federation;
  - the European Union;
  - the Eurasian Economic Union



# AEB members benefit from

## 1. Committee membership

- First hand information and involvement within 65 industrial, cross-sectoral committees, subcommittees and working groups (including inter-committee communication and activities that help to share expertise in different economic spheres).



## 2. Lobbying power

- Cooperating with Russian, European and Eurasian authorities to solve business issues and effective interaction with lawmakers, participating in the AEB committees and working groups, including the AEB South regional and AEB North-Western regional committees.

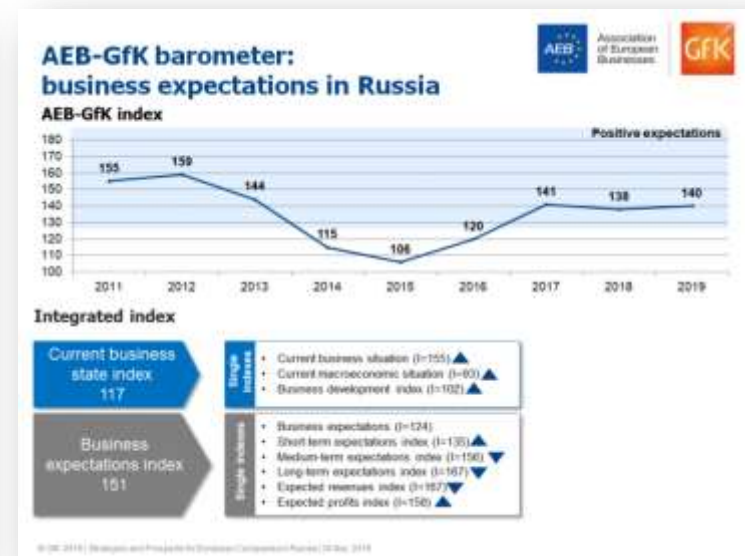
## 3. Access to business information through:

- Early warning system with regards to Russian, EU and EAEU legislation.
- Quarterly market updates on business/economic/legislative issues.
- Open meetings, political and economic briefings and conferences.

## 4. Participation in the Annual business survey

and access to its detailed results and analytical information.

The Survey is a highly valuable source of first-hand information that gives an overview of the attractiveness of the Russian investment climate and highlights the key challenges and strategies of European companies doing business in Russia.



## 5. Marketing opportunities:

- AEB newsletters (**AEB Weekly**) and the website: introducing new companies to the current members.
- Placing member companies' news on the AEB website and in the magazine AEB Business Quarterly.
- Sponsorship opportunities available at conferences, open meetings, receptions, etc.
- Increasing visibility and public awareness by sharing expert opinions in [AEB publications](#) and in the course of more than [200 AEB annual events and meetings](#).



## 6. Networking:

- Respectful social events, including EU embassies based Euroreceptions opened exclusively for top management of the member companies.
- Access to the AEB online membership directory with contact information on all the member companies.
- Business breakfasts for new members with AEB Board members and the AEB CEO.



## 7. More business supporting services:

**Health Insurance Programme (HIP)** designed and operated by Marsh insurance brokers is available exclusively for AEB members of any size – from 1 to any number of employees. The Programme provides multiple levels of clinics and services and other additional benefits.

The Programme has been put through a rigorous selection process to ensure the best price and services to help member companies choose from the best providers and options. It provides multiple levels of clinics and services and other additional benefits.

### Full range of services

Outpatient treatment	Inpatient treatment	Dentistry
Home doctor visits	Ambulance	Additional benefits



### Contacts:

+7 (495) 660-24-35

[aeb@marsh.com](mailto:aeb@marsh.com)



**One Window Procedure** for work visas and work permits AEB Members benefit from a quicker and easier way of applying for work visas and work permits for their foreign employees in Russia.

## **Contacts:**

**Anna Arsentyeva**

Visa and Work Permit Manager

+7 (495) 234 27 64, ext. 135

Mob. +7 (906) 057-34-31

[anna.arsentyeva@aebrus.ru](mailto:anna.arsentyeva@aebrus.ru)







**Business Services Platform (BSP)** — a webpage where a potential client can request a quotation for different types of services (legal, consulting, auditing, etc.) from AEB member companies by filling in a short form.



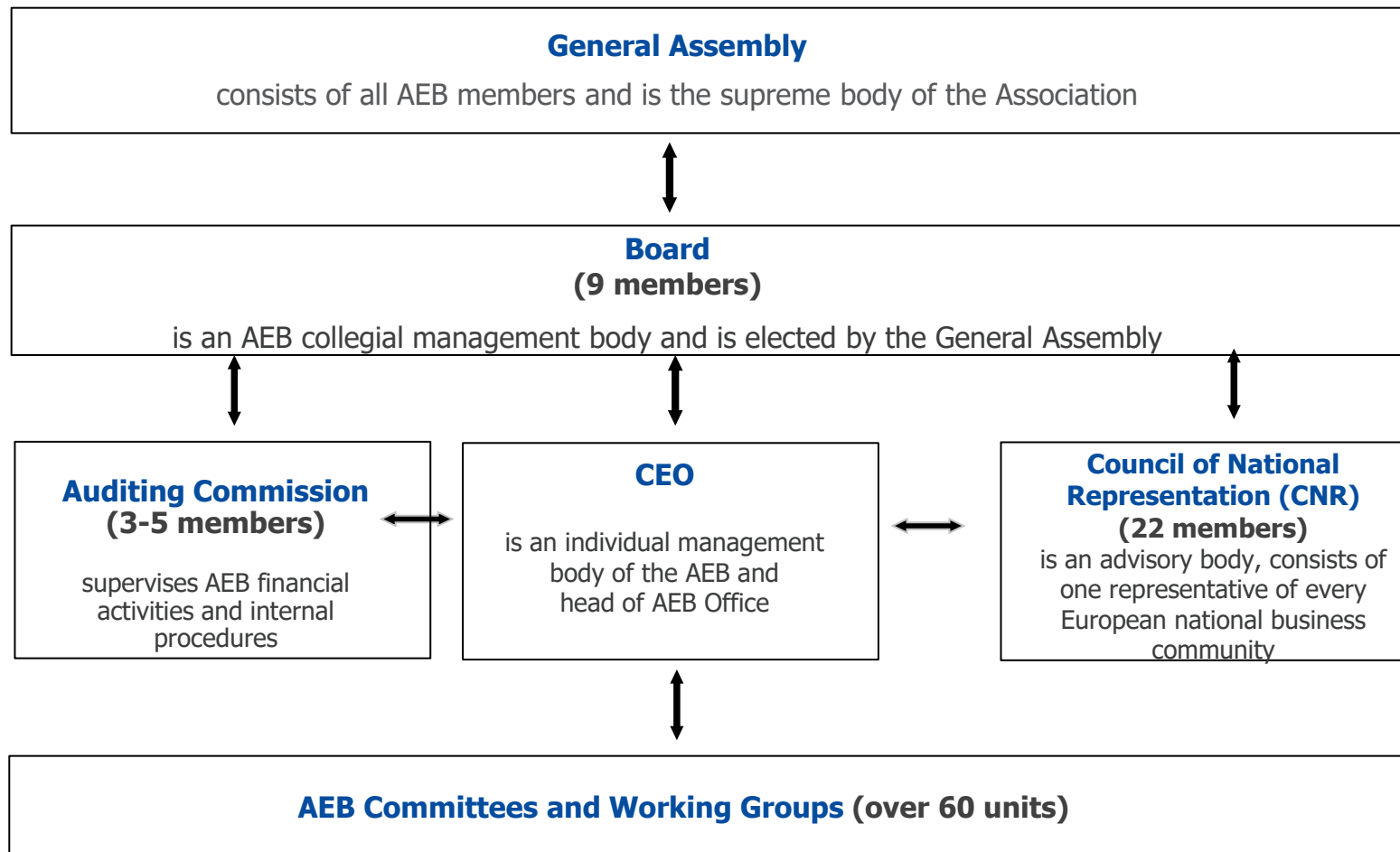
**AEB Loyalty Programme** — a unique opportunity for its members to benefit from the exclusive discounts on the products and services provided by other member companies.



**AEB Training courses** — offered by training and consulting member companies. Opportunity to participate in tenders to conduct corporate trainings. Open and corporate training programmes for employees (for additional fee).

# AEB STRUCTURE

The Structure of the Association is defined in **AEB Charter**.



## AEB ACTIVITIES

The AEB seeks to achieve its goals through different activities, including:





## REGULAR AEB EVENTS

No	Event	Date	Location
1	TIAF Automechanika Forum	February	Kazan
2	AEB Annual Customs Conference	March	Moscow
3	Northern Dimension Forum	April	Moscow
4	AEB Annual General Meeting	April	Moscow, Saint Petersburg, Krasnodar
5	AEB Flagship Conference	May	Moscow
6	AEB Taxation Forum	June	Moscow
7	AEB Annual IPR Conference	June	Moscow
8	IMAF Automechanika Forum	August	Moscow
9	AEB Annual HR Conference	October	Moscow
10	AEB Annual Migration Conference	December	Moscow



## EVENTS REGULARLY SUPPORTED BY THE AEB

No	Event	Date	Location
1	The Russian Investment Forum	February	Sochi
2	Congress of Eurasian Waste Electrical Electronic Equipment Solutions	March	Moscow
3	MIOGE Exhibition and Congress (petroleum and gas)	April	Moscow
4	St. Petersburg International Legal Forum SPBILF	April	St. Petersburg
5	Compliance conference ICA	May	Moscow
6	St. Petersburg International Economic Forum SPIEF	June	St. Petersburg
7	Construction Equipment Forum	June	Moscow
8	Innoprom	July	Ekaterinburg
9	Comtrans Forum	September	Moscow
10	Open Innovations Skolkovo Forum	September	Moscow
11	Eastern Economic Forum	September	Vladivostok
12	Russian Energy Week	October	Moscow
13	Eurasian Economic Forum	October	Verona, Italy

# AEB COMMITTEES WORK

AEB members' opinion, generated in 65 industrial, cross-sectoral committees, subcommittees and working groups is released annually in the **Position Paper**.

## INDUSTRIAL COMMITTEES

- Agribusiness;
- Airline;
- Automobile Manufacturers;
- Automobile Components;
- Banking;
- Commercial Vehicles;
- Construction Equipment;
- Construction Industry & Building Material Suppliers;
- Crop Protection;
- Energy;
- Food Processing;
- Health & Pharmaceuticals;
- Home Appliances Manufacturers;
- Hotels and Tourism
- Insurance & Pensions;
- IT & Telecom;
- Machine Building & Engineering;
- Non-food FMCG;
- Retail Trade;
- Seed;
- Tire Producers.



Click on the image to read the Position Paper

## CROSS-SECTORAL COMMITTEES

- North-Western Regional;
- Southern Regional;
- Compliance & Ethics;
- Customs & Transport;
- Energy Efficiency;
- Finance & Investments;
- Human Resources;
- Intellectual Property;
- Legal;
- Migration;
- Product Conformity Assessment;
- Public Relations & Communications;
- Real Estate;
- Safety, Health, Environment & Security (SHES);
- Small & Medium-Sized Enterprises (SME);
- Taxation.

## Working Groups

- Coatings Industry;
- Non-food FMCG;
- Tobacco Products;
- Regulation of Chemical Products;
- Modernisation and Innovations.

# KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



**Sergey Lavrov,**  
Minister of Foreign Affairs



**Sergey Sobyanin,**  
Mayor of Moscow



**Denis Manturov,**  
Minister of Industry  
and Trade



**Maxim Oreshkin,**  
Minister of Economic  
Development of the  
Russian Federation

# KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



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**Igor Artemiev,**  
Head of the Federal  
Antimonopoly Service



**Maxim Protasov,**  
Head of the Roskachestvo



**Vasily Osmakov,**  
Deputy Minister of  
Industry and Trade of the  
Russian Federation



# KEYNOTE SPEAKERS AT AEB EVENTS FEDERAL AUTHORITIES



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**Daniil Egorov,**  
Deputy Head of the  
Federal Tax Service



**Vladimir Bulavin,**  
Head of the Federal Customs  
Service of the Russian  
Federation



**Alexey Overchuk,**  
Deputy Head of the  
Federal Tax Service

# KEYNOTE SPEAKERS AT AEB EVENTS REGIONAL AUTHORITIES



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**Alexander Uss,**  
Acting Governor of  
the Krasnoyarsk  
region



**Vasily Golubev,**  
Governor of the Rostov  
Region



**Andrey Nikitin,**  
Governor of the Novgorod  
region

# KEYNOTE SPEAKERS AT AEB EVENTS EURASIAN COMMISSION



**Timur Zhaksylykov,**  
Minister of Economy & Financial  
Policy,  
Eurasian Economic Commission



**Tatyana Valovaya,**  
Minister on the Main Areas  
of Integration and  
Macroeconomics, Eurasian  
Economic Commission



**Mukay Kadyrkulov,**  
Member of the Board — Minister  
of the Eurasian Economic  
Commission

# KEYNOTE SPEAKERS AT AEB EVENTS ANALYSTS



**Natalia Orlova,**  
Chief Economist, Alfa Bank



**Sergey Dubinin,**  
Member of the Supervisory  
Board, VTB



**Evgeny Nadorshin,**  
Chief Economist, PF Capital

# KEYNOTE SPEAKERS AT AEB EVENTS ANALYSTS



**Alexey Arbatov,**  
Full member of the Russian Academy  
of Sciences,  
Head, Center for International  
Security at the Institute of World  
Economy and International Relations  
(IMEMO)



**Fyodor Lukyanov,**  
Editor-in-Chief, "Russia in  
Global Affairs", Chairman of  
the Presidium of the Council  
on Foreign and Defence  
Policy

# KEYNOTE SPEAKERS AT AEB EVENTS

## RUSSIAN STATE/BUSINESS REPRESENTATIVES



**Oleg Belozеров,**  
General Director, RZD



**Alexey Mordashov,**  
Chairman of the Board,  
Severstal



**Kirill Kaem,**  
Vice-President,  
Skolkovo Foundation



# KEYNOTE SPEAKERS AT AEB EVENTS

## RUSSIAN STATE/ BUSINESS REPRESENTATIVES



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**Alexander Shokhin,**  
President of the Russian  
Union of Industrialists and  
Entrepreneurs (RSPP)



**Boris Titov,**  
Presidential Commissioner for  
Entrepreneurs' Rights Protection



**Igor Yurgens,**  
President of the All-Russian  
Insurance Association and Russian  
Association of Motor Insurers

# KEYNOTE SPEAKERS AT AEB EVENTS

## INTERNATIONAL INSTITUTIONS REPRESENTATIVES



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**Gabriel di Bella,**  
Resident Representative of  
the IMF in Russia



**Apurva Sanghi,**  
Lead Economist for the Russian  
Federation,  
World Bank



# HOW TO BECOME AN AEB MEMBER



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Admittance of new members is based on a written application and settled by the AEB Board. The membership fee is determined by the worldwide annual turnover of the company (in Euros).

Category	Worldwide turnover (mIn EUR)	Annual membership fee (EUR)	Benefits
<b>SPONSOR</b>	n/a	<b>12.000</b>	<b>12</b> assigned / <b>2</b> representatives free access to paid events & top events; free access to all open events & respective committee meetings, etc.
<b>CATEGORY A</b>	>500	<b>6.500</b>	<b>8</b> assigned / <b>1</b> representative to the top events; free access to all open events & respective committee meetings, etc.
<b>CATEGORY B</b>	100–499	<b>4.000</b>	<b>5</b> assigned / <b>1</b> representative to the top events; free access to all open events & respective committee meetings, etc.
<b>CATEGORY C</b>	1–99	<b>2.500</b>	<b>3</b> assigned / <b>1</b> representative to the top events; free access to all open events & respective committee meetings
<b>CATEGORY D</b>	<1	<b>800</b>	<b>2</b> assigned / <b>1</b> representative to top events; free access to all open events & respective committee meetings
<b>CATEGORY I (EU/EFTA citizens only)</b>	n/a	<b>1.000</b>	free access to all open events & respective committee meetings
<b>CATEGORY R (rep. offices)</b>	n/a	<b>3.000</b>	Company represented in Russia by a rep office only may join in category <b>R</b> for the <u>first 2 years</u> ; then in category <b>B</b> for the <u>3rd year</u> ; upgrade to category <b>A</b> for the <u>4th year</u> if applicable. <b>3</b> assigned / <b>1</b> representative to top events, free access to all open events & respective committee meetings



# AEB REGIONAL BRANCHES

Currently, the AEB has two regional branches: in Krasnodar and Saint Petersburg.

## KRASNODAR

Gimnazicheskaya str. 49/1

350000 Krasnodar

Russian Federation

**Tel.:** +7 (861) 267 34 13

**Fax:** +7 (495) 234 28 07

**E-mail:** [info@aebrus.ru](mailto:info@aebrus.ru)

## ST. PETERSBURG

Nevskiy Prospekt, 55

191025 St. Petersburg

Russian Federation

**Tel.:** +7 (812) 332 28 66

**Fax:** +7 (495) 234 28 07

**E-mail:** [info@aebrus.ru](mailto:info@aebrus.ru)

